PIONEER PAN-AMERICANS TO BE HONORED AT CONFERENCE

Many Delegates to the Washington Gathering Whose Grandfathers Were of United States Stock

By CHARLES M. PEPPES.

THE Pan-American Financial Conference is causing comment over the small part which it is assumed that the United States has had in developing the countries to the south. Regrets are expressed for the past, with hopes for the future.

Regrets are uncalled for. The United States, through its people, has done a great deal of pioneer work in developing all the southern countries. That the trade is relatively so small is due to other causes. The conference, while not a cureall for unsatisfactory trade conditions, may prove a remedial agent.

The personnel of the conference as shown in the delegates from other countries demonstrates that there are a number of what would be called in this country representative business men with Yankee blood in their veins. This is a reminder of the pioneer work which was done by North Americans in Central and South America.

There were three distinct classes of these pioneers. One class was the scientists, chiefly explorers. Among the most distinguished of these was Prof. William Orton, who a half a century ago made important contributions to the geographical and other knowledge of South America. Prof. Orton died in the scene of his labors.

A second class of the pioneers were those who engaged in mercantile affairs. Some of these were captains of the old clipper ships who rounded the Horn and who gave up seafaring life to engage in trade. On the west coast there are a number of very familiar New England names, and these are of the descendants of Massachusetts and Maine skippers.

Others of this class went out as the representatives of big mercantile houses in the United States. A number of them settled at the mouth of the Plate or in Buenos Ayres. In Montevideo to-day the American colony draws much of its vigor from the third generation of Boston wool merchants.

Buenos Ayres as the commercial centre of a great undeveloped agricultural country drew to itself a number of enterprising young men for whom commercial careers were marked out in the days when the United States had a mercantile marine.

One of the Argentine delegates, Senor Samuel Hale Pearson, is the grandson of Samuel B. Hale, a Boston merchant who established his firm in Buenos Ayres more than eighty years ago. Senor Pearson is a director in the Bank of the Argentine Nation and is identified with numerous corporations and business enterprises. He also has been president of the famous Jockey Club.

The name is so distinctively not Spanish that most of the fellow countrymen of his grandfather find it difficult to call him by the Spanish term for "Mr." and think of him simply as Mr. Pearson, but in Buenos Ayres he is "Senor Pearson" to everybody who has anything to do with big business.

Another of the Argentine delegates, John E. Zimmerman, is, by nationality, of the United States, although he has lived in Buenos Ayres for half a century. One grandfather was Robert Hamilton, the United States Consul at Montevideo for a quarter of a century, beginning his term of office as far back as 1826. His other grandfather had settled in Buenos Ayres a few years earlier.

Mr. Zimmerman was vice-president of the Buenos Ayres Stock Exchange, but he is better known as the president of the North American Society of the River Plate. It was this society which in 1910, in commemoration of the centenary of Argentine independence, presented to the Argentine nation the statue of George Washington. This monument occupies a prominent place near Palermo Park.

Some of the pioneer American merchants settled in the different South American countries through deliberate intention, but romance caused others to remain and identify themselves with their surroundings.

When Col. Roosevelt was in Santiago, Chile, the cable despatches chronicled that a visit to Julio Foster, aged 91, was one of the incidents of his visit.

Julio Foster comes from a little town in Pennsylvania. Some seventy years ago he was on a sailing ship with a cargo of flour and lumber which put in at Valparaiso, Chile. A Chilean lady claimed him, and he married and engaged in the flour business and in other commercial ventures.

During President Harrison's administration Julio Foster was the representative in Washington of the Chilean Congressional party in the civil war with President Balmaceda. One of his sons served for several years in the Chilean Foreign Office, and his family always has taken a prominent part in the public affairs of the country.

A few years ago he brought several of his grandsons to the United States and placed them in one of the colleges near Washington. He has advocated closer commercial relations between Chile and the United States for nearly three-quarters of a century, long before it had become the custom to hold Pan-American conferences.

Another link between Chile and the United States may be brought out if the Chilean delegates submit to the present conference their plan for a joint subsidy between Chile and the United States of a steamship line through the Panama Canal.

Any measure which promotes steam navigation is a tribute to one of the greatest of North American pioneers in South America. This was William Wheelwright, the New Englander, who in the face of disheartening difficulties established steam communication between Valparaiso and Panama and in numerous other ways contributed to the progress of the west coast countries.

Wheelwright also was a pioneer railway builder for Chile, but his greatest work of this character was in pioneering the railway system of the Argentine Republic. His indomitable will overcame innumerable obstacles, the greatest of which was in getting money, for at that period the Argentine Confederation with its loosely bound provinces was something very different from the present Argentine Republic with its centralized and efficient government.

Wheelwright obtained his funds in London, and in intervals when his presence was not required in the South American countries he spent much of his time there, coaxing more money from the doubting English capitalists. This may have been the reason why two or three years ago a London newspaper boldly appropriated him and described him as the typical English captain of industry in foreign lands.

There never was a more thorough American than Wheelwright, but at the time of his great projects for South American development England was the only source from which capital could be drawn.

One of Wheelwright's projects is not yet realized. This was the extension of the northern Argentine railway system across the Andes to a port in the north of Chile. The realization, however, will come in time.

Recent despatches from Peru have told of the prospect of irrigation there by the Government giving its financial support. This recalls another American pioneer in the person of Henry Meiggs.

Meiggs was the boldest American captain of industry who ever ventured into South America. The financial difficulties which caused him to leave California did not cloud his career in Chile and Peru. After building railway lines in Chile and getting premiums by clauses in the contract for payment if certain sections were completed within a given time he transferred his field of operations to Peru.

The Southern Railway, which Meiggs built across the travelling sandhills of southern Peru toward Lake Titicaca, has some remarkable engineering features, but his fertility of resource in building that line was shown chiefly in the provision he made for securing fresh water in the desert wastes.

The Andes had no terrors for Meiggs, and when Peru was rioting in the wealth that came from the guanos he was able to convince the Government that a railway could be built through the mountain wall.

No Government or capitalist to-day would build that railway from Callao through the Galera tunnel as Meiggs built it, but railway construction has advanced in the last forty years. The road is still the most wonderful railway in the world. Whether it cost $300,000 a mile, as was estimated, is not important. The Spanish phrase "more or less" would be applicable to the cost.

The chief thing was that the Peruvian Government got the railway, and the guanos did not pay for it, since Meiggs induced London capitalists to take the bonds at 70 to 75 cents on the dollar.

Meiggs himself was not an engineer, but he knew how to utilize the conceptions of those who were engineers, and his railways in Chile and Peru were the result.

Tales are still told of his princely hospitality and of his frequently sitting down to table with forty or fifty guests, some of whom were unknown to him.

At the time of his death Meiggs had a grand scheme of agricultural development for the coast region tributary to the fine port of Chimbote. After railway construction he looked on irrigation of the agricultural area as the great prospective source of development to Peru.

The modest plan of the present Government of Peru, which involves an initial expenditure of only $10,000,000, would have been too small for Meiggs. He would have started in on the basis of $100,000,000. Yet had he lived the probability is that a large section of the country which is still barren would have been turned into one of the most productive regions of the world.

More recent pioneers of railway construction whose history teams with romance were two Virginians, the Harman brothers. A more dissimilar pair of men than these two brothers are rarely found, yet it was the qualities which each possessed which, when combined, enabled the Guayaquil and Quito Railroad to be built.

Major John A. Harman was a retired army officer, a West Point graduate, who had held high rank as an engineer. He was a studious, quiet man of much persistence of purpose.

Archer Harman was vociferous, aggressive and domineering. He bullied and coaxed canny Scotch and conservative English investors into providing funds. He also persuaded some French financiers to invest in the enterprise, and he did not neglect his own countrymen. He alternately quarrelled with and cajoled the governing powers at Quito into giving him whatever he wanted in the way of concessions, and he antagonized instead of conciliating the Ecuadorian people, who were not enthusiastic about railways as instruments of progress.

Major John A. Harman himself led the surveying parties which projected the most difficult sections of the railway, and with a hand level he scaled heights that were said to be unscalable. He died of yellow fever at Huigra, on the railway line, when all the sections which involved perplexing engineering problems were completed.

Archer Harman got the road up to Quito, and then his controversies with the Government of Ecuador over the payment of the interest on the bonds and other questions growing out of the relations of the railway company to the Government kept the State Department pretty busy. He also found time at intervals to plan the acquisition of the Galapagos Islands by the United States with himself as intermediary.

Archer Harman was thrown from his horse and killed in Virginia three years ago.

The payment of the coupons of the railway has been suspended by the Ecuadorian Government, and the State Department apparently has not made much headway in adjusting the difficulty through diplomacy, but it is now possible to travel 300 miles from the coast at Guayaquil to the capital at Quito by rail through the Andean plateaus and passes. The Harman brothers with their dissimilar qualities are the men who made this trip possible.

When the Lusitania was torpedoed by the German submarine one of the victims was Dr. F. S. Pearson, another of the Americans who have been pioneers in constructive work in South America. Dr. Pearson, who was once a professor of engineering at Tufts College, went to Brazil soon after the Spanish-American war to look over the ground for light and power enterprises. He saw the possibilities. The result of his vision and of his constructive capacity is the light and power company at Rio de Janeiro and Sao Paulo. These are now reckoned as among Brazil's principal industrial assets.

Central America also has had its benefit of American pioneers. The establishment of the banana industry is comparatively recent, and so is the interlocking of some of the railway systems.

It is noted that among the delegates to the conference is John M. Keith, a banker of Costa Rica. The Keiths have become so thoroughly identified with Central America that the Yankee element in them is sometimes forgotten.

Minor C. Keith is the best known of the family in the United States as he has been engaged in Central American development for a third of a century. His wife is the daughter of a former President of Costa Rica.

Railway construction is now supplementing the development of the fruit industry, with which the Keiths are identified.

It is of passing interest that the Keiths are nephews of Henry Meiggs. The continuity of North American pioneering in South America is thus maintained through the Central American activities.

Meiggs and Wheelwright Among the Men Who Did Great Constructive Work in Southern Hemisphere

Scene on a banana plantation in Central America developed by Americans.

Left—John E. Zimmerman, 50 years an American business man in Buenos Ayres. Right—John M. Keith, American banker of Costa Rica. Above—Samuel Hale Pearson, Argentine banker of New England ancestry.

Huigra, Ecuador, headquarters and burial place of Major John A. Harmon, the railroad builder.

WHAT IS HAPPENING IN THE WORLD OF ART

THE annual exhibition of the American School of Miniature Painters will be held on Thursday, Friday and Saturday afternoons at 36 Fifth avenue. The exhibition will consist of the work done in the classes during the year and also of miniatures by the instructors. Among these are Lucia Fairchild Fuller, Elsie Dodge Patten and Mabel Welch.

In addition to seven paintings purchased for the Brooklyn Museum from its recent exhibition, an eighth has been added through the generosity of one of the museum's trustees, W. A. Putnam. This picture is an "Interior," painted on board, 11¼ by 9. The artist is Benjamin D. Kopman, who belongs to the youngest generation of American painters and who first exhibited at the National Academy of Design in 1912. He was invited in the same year to exhibit at the Philadelphia Academy of Fine Arts, and a year later this institution purchased his "Portrait of a Young Man" from its 1913 exhibition for its permanent collection. His first exhibition at the Macbeth Gallery was in 1914. Mr. Kopman is of foreign birth, but has lived in the United States since early childhood. He was a student at the school of the National Academy of Design.

Mrs. Harry Payne Whitney has postponed for two weeks the exhibition of the painters who were to show their work through the Friends of Young Artists, and it will be held in the middle of June. This will extend the time to finish their pictures on "Labor," the subject selected by John Alexander at the request of Mrs. Whitney. It has been suggested by Otto H. Kahn that the work of this league should be next year considerably extended. There may be a special studio in which young artists may work until they become self-supporting. Elaboration of Mrs. Whitney's idea will be possible through the formation of a "Legion of Founders," who shall each contribute annually the sum of $1,000. It is proposed that the artists once they have become self-sustaining, shall make way for others in the studios.

Exhibited at the Ralston Gallery is the portrait in tempera of Adela Rayner in the costume worn by her in Andreas Dippel's production of "The Lilac Domino," painted by Charles Link. The work is interesting as a fancy portrait. The artist has posed the dancer with somewhat deliberate stiffness, seated and her hands folded at her side. Lilac predominates in the color scheme, which is most effectively handled by the artist.

The exhibition of the Halvor Bagge collection of Byzantine art will continue through the month of May at the Ehrich Galleries.

A collection of books and autographs will be sold on Wednesday afternoon at the Anderson Galleries. There will also be a sale of a special library of rare works on the subject of the Jewish race in this country.

The textile collection at the Metropolitan Museum of Art, newly arranged, has in the last few days been visited by many designers seeking inspiration from fabrics to be seen there, old and new.

The museum, for the guidance of the trade, has issued a number of bulletins, sold at 10 cents, which inform all persons interested as to the help which the museum may be able to afford them. Within the last few days designers for representative houses have obtained suggestions from the silk specimens at the museum. One firm has even produced a Genoese cut velvet much like the old.

The museum has at the service of manufacturers and artisans a special study room, where duplicate specimens of textiles and small pieces may be handled. The specimens are mounted on heavy linen stretched on walnut frames of uniform size. Two thousand of these frames are placed in wall cases convenient to tables. The designer may select what specimens he wishes.

The material dates from the prehistoric times to the present. Linen weaves from the Coptic tombs of Egypt, silks from ancient Alexandria, rich fabrics from the Near East, Italian velvets and French brocades may be seen in numerous examples, not only in the study collections but in the many thousands of specimens which are on public view. The talented designer may be stimulated to make many entirely new patterns through the beauty of these old models.

The James collection of dresses contains many beautiful designs made in the beginning of the last century, and as these include frocks, hats and bonnets the value of such a source of inspiration to any designer of chiffons at this time may be imagined. There are also available many specimens of guipure, braids, tassels and fringes. In addition to the textiles, there are many photographs of the same materials.

The exhibition of the New York School of Applied Design for Women is now on in the galleries of the school and includes specimens of the highest technical skill. The prizes have been awarded as follows: The first class in historic ornament has two prizes given by Mrs. Stuyvesant Fish, Jr.; the first of these goes to Helen Phelps, the second to Eleanor Coxe. The second class in historic ornament has a first prize, given by Robert Griffin, which goes to Helen Best and a second, given by Mrs. Heinrich Meyn, which goes to Margaret Jacobus. Florence Westervelt won the first prize in elementary design, given by Mrs. Watt, and the second, given by Mrs. Peixotto, was awarded to Rostran Betts.

In the elementary department the $50 scholarship given by Mrs. Dunlop Hopkins was taken by Pauline Lewis and the second prize, given by P. Webber & Co., went to Sophie Harpe. In the conventionalization the first prize, given by Mrs. Speyer, belongs to Mrs. Eleanor Barbour, and the second, given by Mrs. McGrath, to Ethel Howell. The first prize for pen and ink drawing, given by E. H. Wales, was won by Marguerite Welsbrod; the second, given by Miss Irwin-Martin, by Miss A. Steininger. Ethel Howell got the first prize for pencil flower drawing, given by E. H. Wales, and Miss Sciacca the second, given by Mrs. Henry B. Wilson. Eleanor Coxe won a special prize for interior research work. Eleanor Woodruffe won first prize in composition, given by S. Montgomery Roosevelt; first prize in book cover design, given by Mrs. Flannery; second prize in illustration, given by Mr. Roosevelt, and first prize in costume sketch, given by Mrs. Ponsonby Ogle. Grace Lawrence won the Thomas B. Clarke $50 scholarship in architecture and the first prize, given by George E. Marcus, in interior decoration.

In the nature water color classes the first prize, given by Mrs. Sherwood, went to Miss Sciacca and Miss Jones, while the second, given by Mrs. Charles R. Flint, went to Miss Leonard and Miss Reickle. The $50 scholarship for silk design goes to Miss du Buisson and the second prize, given by Cheney Bros., to Florence Leonard. The $50 scholarship for wall paper design, by Miss Freinghuysen, was awarded to Miss Watkins, and the second, given by Miss Boardman, to Miss Zimmerman. The second prize in composition, given by Mrs. Migel, went to Miss D. Ferguson; the first prize in the quick sketch class, given by Mrs. Cook, to Miss Benson and the second, given by Mrs. Wilson, to Mrs. Wootten.

In the antique class the $50 scholarship was won by Miss Martel and the second prize, given by Mrs. Wynkoop, by Miss C. B. Miller.

The second book cover prize, given by Charles Deltrap, was won by Miss Patterson and the second architecture prize, given by Charles W. Clinton, by Miss Kelly. The $50 scholarship in illustration, given by Mrs. Reeve-Merritt in memory of Mrs. James A. Roosevelt, went to Miss Zilner. The second prize in interior decoration is given by Mrs. Frank Sprague and was won by Arline Williamson. The second prize in costume sketch, given by Mrs. Stuyvesant Fish, Jr., was won by Mrs. Wootten. The first prize in fashion design, given by Mrs. Harde, was won by Miss Krauss and the second, given by Mrs. S. D. Bradford, by Miss Levy. A special prize given by Miss Mosenthal went to Miss Reickle for composition. Special prizes given by Henry I. Davison for execution, selection and historic value went to Miss Romain, Miss Backman, Miss Schloss, Miss Fischer and Miss Ellis.

Fountain in colored marble, by Berenice Langton.
The fountain stands in the Cleveland home of Mrs. Harry Parons, daughter of the late Mark Hanna.

FAMOUS FRENCH PORTRAIT PAINTER HERE.

Mme. Lenique de Francheville is one of the successful portrait painters of Paris and is likely to become a permanent resident of New York if the great war continues, as some pessimists now say it will, for several years. She still keeps her Paris studio on the Rue Taitbout near the Place Pigalle, but will not return to it this year.

The most recent of her American portraits is of Robert Baruch, the young son of Dr. Herman Baruch, a reproduction of which appeared in THE SUN last Sunday, which is not only a bright, vivacious presentment of happy youth but an excellent likeness as well.

Mme. de Francheville is strong on the "likeness" which explains no doubt her success in America, for she has had a long list of commissions here. Among her sitters have been members of the families of George J. Gould and Frank Gould and she has also painted Jack Barrymore, Herbert Pell of Tuxedo and Mrs. William Hitt, who was Miss Katherine Elkins.

Mme. de Francheville said when speaking of her work in New York that she had been warned upon her arrival that as an artist she would be compelled to make her own "reclame," that is to say do extraordinary things for the purpose of attracting public attention. Such a course would not only have been distasteful but impossible, and happily for herself she had not found it necessary.

As an artist Mme. de Francheville is fully equipped and did not come to America without securing honors at home. She studied with some of the most celebrated masters, including Benjamin Constant, Jean Paul Laurens and Jules Lefevre. In the salon of the Artistes Francais of 1900 she received a gold medal and later her portrait of the daughter of Gen. Ducrot was purchased by the French Government for the Musee du Luxembourg.

Among the most important of her series of French portraits are those of two former French Cabinet members, M. Waldeck-Rousseau and Gen. Mercier, the latter being prominently before the public at the time of the Dreyfus trial.

THE UP TO DATE PORTRAIT

A New York portrait painter of men was discussing his work in a group of friends and delicately intimated that he could do more work if it were given him to do.

"Why don't you paint the portraits of women?" ventured one of the listeners.

"Not on your life," was the vehement reply. "I used to do that, but never again. The men are easy enough to handle and they follow my directions and don't make any trouble as sitters. But the women! Heavens to Betsy! Not any more women sitters for me.

"Among the last few I had was one woman who insisted that I should paint her hair and her dress in the prevailing style. I tried to convince her that I knew better, but as she was paying well and I wanted to please her I was willing to sacrifice some art for the more material considerations and she thought the portrait was fine.

"About six months later she asked me to make a small change or two in it and I did. Still later she wanted another change, which I made. Next, third time and last, she came in with her husband one day and said she wanted me to change the hair and dress into the style then prevailing because the other made her look so old fashioned.

"Well, I almost fell in a faint, but I braced up and told her, looking at her husband, who was paying the bills, that I was willing to change it every six months or oftener if she wanted it, but that it would cost $50 every time. That settled it and there were no more changes, and after that I concluded that I wanted no more women sitters.

"That was fifteen years ago and my mind has not changed since. The idea of trying to keep a portrait up with the changing fashions of women? Gee whiz!"

THAT STAMPED RETURN ENVELOPE.

"Among the many letters I receive from charitable enterprises asking me to contribute," said a man who gives occasionally, "I get now and then one that contains a return addressed envelope with a stamp on it.

"This must be an expensive way of sending out circulars, but I am inclined to think it pays. At any rate I know how it impresses one.

"I should not feel warranted in using that stamp for my own personal purposes, and of course it would be wasteful to throw it away, and then it seems to me a businesslike method of proceeding, thus to make it very easy for the person addressed to reply. Further, I rather admire the sporting spirit of an institution that is willing to risk a two cent stamp on the chance of getting something more in return.

"So when I get one of those appeals containing an addressed and stamped return envelope I usually put into it and forward a small contribution."

UNFINISHED NEW YORK.

"No good New Yorker can fail to rejoice in the wonderful growth of our city," said an elderly man who stood looking at what is left of Union Square. "For one I am almost as much exhilarated at seeing a new skyscraper put up as I am pained seeing some old landmark destroyed. When New York is finished, if it ever is to be, it will certainly be no mean city, and although I will not be here to see it I find great satisfaction in trying to imagine the glory of it when that time comes.

"I sometimes feel, though, as if I would like to get some measure of that satisfaction before I pass away. If it would be possible to stop the work of improvement, not permanently, of course, but say for a year or two, it would give us a chance to enjoy what has been done without being distracted by the confusion of unceasing change.

"It is only a dream. Changes will not and cannot cease, but even to dream of settling down to live quietly in such a city as New York already is gives me great pleasure. Only I wouldn't want the dream to be totted by the ugly features of crooked streets, torn down houses and disfigured parks. They distress me even while I'm glad to see the work going on."